

# Cost-effective email archiving for expanding business

## Client: Hawksford International

### The problem

Hawksford International is a leading independent wealth structuring company. With ambitious growth plans and ever-growing volumes of corporate email the company recognized that they needed to find a archiving solution that would represent a good value for money. The team at Hawksford recognised that their in-house email archiving solution, provided by another supplier, would not be able to cope with their growing needs and would represent a significant ongoing cost to upgrade.

Operating within the offshore trust industry, the company also had a requirement to store all external and internal email exchanges for seven years, with legal hold capabilities to ensure regulatory compliance.

### The solution

Hawksford took the option to outsource rather than upgrading the in-house technology, thus consolidating their email management systems into one unified solution, and approached Sure International\* after experiencing benefits from our Mimecast Express's robust anti-spam and anti-virus protection.

Their upgrade to our Mimecast Advanced solution was a simple process. Boasting up to 50 years of email archiving, as well as sophisticated security, continuity and corporate email policy capabilities, the solution provided Hawksford with one consolidated email system, but also enabled a significant cost saving for the company as it eliminated the need for in-house infrastructure investment and its associated ongoing costs.

As well as this, the company has also seen other benefits to using the service; emails are now delivered faster as a result of consolidating the two email systems and the job of the compliance team is made easier with Mimecast's legal hold capabilities. Mimecast's security features and encryption procedures allow the administrator to control specific access rights so that email content can only be viewed with unique access credentials, in order to maintain email confidentiality and to protect from any external threats.

## The Result

“Sure International’s Mimecast Advanced service makes perfect sense for Hawksford International. Now we have a solution that reduces cost and complexity as well as providing archiving, continuity and security. We chose Sure International because of their forward-thinking attitude. You get the impression that they really care about your business and nothing is ever too much trouble.”

**Matthew Wilkinson**  
Head of IT, Hawksford International

\*Sure International was formerly Foreshore Limited.



**Guernsey**  
Centenary House  
La Vrangue  
St Peter Port  
Guernsey  
GY1 2EY  
01481 757757

**Jersey**  
The PowerHouse  
Queens Road  
St Helier  
Jersey  
JE2 3AP  
01534 888291

**Isle of Man**  
2nd Floor  
14 Athol Street  
Douglas  
Isle of Man  
IM1 1JA  
01624 692222

[international.sure.com/offshore-cloud/mimecast-offshore](http://international.sure.com/offshore-cloud/mimecast-offshore)